584 haggling over the price, with each side naturally hoping to
583 achieve the best terms. Negotiations can break off at this point but it is considered extremely bad form and every effort is made by representatives of both sides to arrive at an equitable sum. I knew of no sdaq which was less than 500 dirhams ($100) and the average seemed to fall between 500 and 1,000
584 dirhams with some payments going up to 3,000. Hart (1956:170)
583 puts the average at between $50 and $125. The divergence of
114 our figures no doubt stems from monetary changes over the past ten years. Hart's figures were based on the Spanish peseta, which was the form of currency up until 1958 in the Rif. My own figures are based on Moroccan dirhams established on a parity with French francs. With the incorporation of the
(458) Spanish zone into the more prosperous French zone, prices for all goods have drastically spiraled upward in the northern zone over the past ten years. Hart is in agreement with my notion that these sums represent a considerable expense to the Berbers.

584 During the negotiations a fqih is present to write down
212 the ultimate agreement over each item, whether it be ceremonial
583 expense or sdaq. He also acts as a mediator, being presumably the only disinterested party present. When the final sum is determined, and this may take many hours and last till dawn of the next day, the fqih draws up a marriage contract. Cash for the sdaq is supposed to be turned over then, but on occasion
584 only a part is exchanged. All the men shake hands and,
583

442 profit not from dispersing goods in the same marketplace but in
57 transporting the goods from one region to another.
[443]

Large-scale buyers interact with small-lot sellers in a limited range of goods which, generally, can be transformed by industrial processes into another commodity (grapes to wine, almonds to cosmetics, oranges to canned fruit), the conversion of which enhances the value of the original object. These buyers are plugged into a larger economy with export connections and are
442 sensitive to external conditions. Tribesmen who produce in order
433 to meet the demand of such buyers are likewise closely connected
434 with the national and international economy. There is a small but growing number of fellah who produce to sell to this group, but even among them there is a reticence to move completely into the commercial sector. My impression is that the great majority of the Riffian peasantry engaging in cash-cropping attempt to maintain a balance in their production schedule which continues to include a fair proportion of traditional crops. By generalizing their production, few of the grape specialists suffered from
[458] the decrease in prices during 1965. This contrasts with the one-
[435] crop estates in Algeria which during the same period suffered severe setbacks.

443 The small-scale sellers of both goods and services occupy that position which is left open by the unwillingness of the local Berber to engage in full-time commerce and the absence
[434] of the large-scale entrepreneur. They are, on the one hand, dealing in commodities or services the margin of profit on which